

## SSI Group, Inc. (SSI) Audited FY 2021 and Unaudited 1<sup>st</sup> Quarter 2022 Results

### *FY 2021 Results*

*The SSI Group performed strongly during the 4<sup>th</sup> quarter of 2021. The Group saw a recovery in sales and a jump in net income. The Group generated net income of P596 million during the 4<sup>th</sup> quarter alone, driven by sales growth of +24%. Fourth quarter net income represents a significant turn around versus losses resulting from COVID concerns and community quarantines during the first three quarters of the year.*

*Results during the 4<sup>th</sup> quarter of the year continue to highlight the resilience of SSI's core customer base and brand portfolio, and the execution of strategies meant to optimize expenses and to build new channels through which to reach the Group's customers.*

- 4Q 2021 net income of P596 million, +519% vs 4Q 2020
- FY 2021 net income of P151 million, +117% vs FY 2020
- 4Q 2021 revenues of P6.1 billion, +24% y-o-y
- FY 2021 revenues of P15.5 billion, +26% y-o-y
- 4Q 2021 operating cash flows of P3.1 billion +59% y-o-y
- FY 2021 operating cash flows of P4.3 billion +224% y-o-y
- E-commerce sites trunc.ph, bananarepublic.com.ph, beautybar.com.ph, dunelondon.ph, gap.com.ph, lacoste.com.ph, lush.com.ph, marksandspencer.com.ph, superga.ph and zara.com/ph, posted full year sales growth of 91%, accounting for 10% of total 2021 sales.

“Despite challenging operating conditions related to the COVID pandemic during the first three quarters of the year, during the fourth quarter, with COVID cases relatively controlled, the Group capitalized on strategies put in place to

ensure responsiveness to changing market conditions, and converted improving consumer confidence and mobility into sales and profitability. Apart from a return to profitability, the Group saw extremely strong cash flow generation in 2021” Said Anthony T. Huang, SSI Group President.

### *1Q 2022 Results*

*The Group continued to see a recovery from the COVID pandemic during the first quarter of 2022. Despite a challenging January, with Omicron cases at peak levels, sales and foot traffic quickly picked up in February and March, with the Group seeing strong demand across the range of its categories, and with sales approaching 2019 levels.*

- 1Q 2022 sales of P4.5B, +28% y-o-y, and 91% of 1<sup>st</sup> quarter 2019 sales
- Net income of P68m +168% vs. a loss of P99m during 1Q 2021
- Operating cash flow of P597m
- 1Q 2022 e-commerce sales at +21% y-o-y, and 9.4% of total first quarter sales

“During the 1<sup>st</sup> quarter of 2022, the Group continued to benefit from the resilience of our core customer base, the uniqueness of our brand portfolio, and the strength of our primary mall locations.”

“Despite possible headwinds in 2022 in the form of higher inflation and a weaker peso, we continue to be confident that SSI has the resources and expertise necessary to manage volatile market conditions” Said Anthony T. Huang, President of SSI.